

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT				1. Contract ID Code Firm-Fixed-Price		Page 1 Of 21	
2. Amendment/Modification No. 0002		3. Effective Date 2006NOV16		4. Requisition/Purchase Req No. SEE SCHEDULE		5. Project No. (If applicable)	
6. Issued By U.S. ARMY TACOM LCMC AMSTA-AQ-ADEF SAM CAMPANELLA (586)574-7732 WARREN, MICHIGAN 48397-5000 HTTP://CONTRACTING.TACOM.ARMY.MIL EMAIL: CAMPANES@TACOM.ARMY.MIL		Code W56HZV		7. Administered By (If other than Item 6) Code			
				SCD PAS ADP PT			
8. Name And Address Of Contractor (No., Street, City, County, State and Zip Code)				<input checked="" type="checkbox"/>		9A. Amendment Of Solicitation No. W56HZV-06-R-0467	
				<input type="checkbox"/>		9B. Dated (See Item 11) 2006AUG15	
				<input type="checkbox"/>		10A. Modification Of Contract/Order No.	
				<input type="checkbox"/>		10B. Dated (See Item 13)	
Code		Facility Code					
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing items 8 and 15, and returning <u>2 signed</u> copies of the amendments: (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
12. Accounting And Appropriation Data (If required)							
13. THIS ITEM ONLY APPLIES TO MODIFICATIONS OF CONTRACTS/ORDERS It Modifies The Contract/Order No. As Described In Item 14.							
<input type="checkbox"/>		A. This Change Order is Issued Pursuant To: The Contract/Order No. In Item 10A. The Changes Set Forth In Item 14 Are Made In					
<input type="checkbox"/>		B. The Above Numbered Contract/Order Is Modified To Reflect The Administrative Changes (such as changes in paying office, appropriation data, etc.) Set Forth In Item 14, Pursuant To The Authority of FAR 43.103(b).					
<input type="checkbox"/>		C. This Supplemental Agreement Is Entered Into Pursuant To Authority Of:					
<input type="checkbox"/>		D. Other (Specify type of modification and authority)					
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the Issuing Office.							
14. Description Of Amendment/Modification (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)							
SEE SECOND PAGE FOR DESCRIPTION							
<p>Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.</p>							
15A. Name And Title Of Signer (Type or print)				16A. Name And Title Of Contracting Officer (Type or print)			
15B. Contractor/Officer		15C. Date Signed		16B. United States Of America		16C. Date Signed	
(Signature of person authorized to sign)				By (Signature of Contracting Officer)			
NSN 7540-01-152-8070 PREVIOUS EDITIONS UNUSABLE				30-105-02		STANDARD FORM 30 (REV. 10-83) Prescribed by GSA FAR (48 CFR) 53.243	

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 2 of 21
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Name of Offeror or Contractor:

SECTION A - SUPPLEMENTAL INFORMATION

1. The purpose of Amendment 0002 to ATLAS II Solicitation W56HZV-06-R-0467 is to change the solicitation as follows:

a. Section A - Executive Summary - The requirement for the Demonstration Vehicle to be delivered to Aberdeen Proving Grounds, MD as soon as 15 days of proposal closing is deleted.

b. Section J - Attachment 001 (Purchase Description) - The last sentence of Paragraph 4.1.8 states, "Nonconformance to the requirements of 3.1.3 shall constitute failure of this test." However, there is no Paragraph 3.1.3 in the Purchase Description. The requirements are actually in Paragraph 3.1.2 (Forklift structure).

c. Section L has been replaced in its entirety to reflect the following changes:

(1) Paragraph L.1.1.9 Demonstration Vehicle (DV) is changed to reflect the following changes:

(a) The list of demonstration tests to be performed on the Demonstration Vehicle is added.

(b) All tests will be performed unless the offeror gives notification prior to test start that their DV cannot perform that demonstration, or it would be unsafe, or the government deems the vehicle unsafe or may result in catastrophic destruction of the DV, is added.

(c) Testing will commence on 1 November 2006 and end on 4 December 2006. If a DV has significant downtime for required repairs and does not finish testing, the result will be increased performance risk. Likewise, failure to deliver a compliant DV by 1 November 2006 may result in an incomplete demonstration which will be evaluated against performance risk.

(d) The requirement for the Contracting Officer to notify the offeror in writing within one week after the RFP closes is deleted.

(e) The requirement for offerors to deliver their DV to Aberdeen Proving Grounds, MD within 15 days after the proposal closing date is deleted.

(f) The vehicle shall remain at ATC during the demonstration estimated to be no longer than 6 weeks is changed to 4 weeks (1 November 2006 through 4 December 2006).

(g) The requirement for the offeror to provide 16 hours of familiarization training is deleted and replaced by the requirement for the offeror to deliver the DV and provide adequate familiarization training on the same day the offeror delivers the DV. The DV can be delivered at 7:00am EST with familiarization training to be completed by 4:30pm EST that same day.

(h) During demonstration of the vehicle, any test incidents noted by the government testers will be provided to the offerors via Items For Discussion (IFDs) is added.

d. Section M has been replaced in its entirety to reflect the following changes:

(1) Section M, Paragraph b. The requirement to deliver the demonstration vehicles to Aberdeen Test Center (ATC) no later than 15 days after proposal closing is deleted.

(2) Paragraph M.2.2 Subfactor 2: Survivability - The following sentence is deleted, "To evaluate operational performance degradation when the proposed ATLAS II is in its full crew protection configuration, the government will simulate performance by adding the projected weight of the crew protection kit to the Demonstration Vehicle (DV) during selected performance and endurance tests."

(3) Paragraph M.2.1.1 Element 1: Air Transportability - In the last sentence, delete the word, "transportability", and replace with "air transportability."

(4) Paragraph M.2.1.3 Element 3: Material Handling - In the last sentence delete the word, "Mobility", and replace with "Material Handling."

2. All other terms and conditions remain unchanged and in full force and effect.

3. You are to acknowledge this amendment by signing two copies of this Amendment 0002 and returning by email to Mr. Sam Campanella at campanes@tacom.army.mil by no later than 20 November 2006 at 3:00pm EST.

*** END OF NARRATIVE A 0003 ***

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 3 of 21
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Name of Offeror or Contractor:

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS
ATLAS II SECTION L: PROPOSAL INSTRUCTIONS AND CONTENT

L.1 PROPOSAL INSTRUCTIONS AND CONTENT

L.1.1 The offeror shall submit two hard copies and an electronic version of their proposal concurrently as specified in L.1.1.1 through L.1.1.3 below. All proposal information must be in the English language. The written portion of the proposal shall include a volume for each factor of the evaluation, and a volume for the following information:

- a. One copy of SF 1449 signed by a person authorized to sign bids, quotations or proposals on behalf of the offeror.
- b. One copy of this solicitation (Sections A-K) with all fill-ins completed.
- c. Small/Small Disadvantaged Business Subcontracting Plan. This does not apply to U.S. Small Business firms.

L.1.1.1 Proposal Delivery Procedures (Paper and Electronic).

a. Mailed Or Commercial Delivery Of Proposals. Mailed or commercially delivered ("delivery") hardcopy paper and over-packed electronic version (L.1.1.2) proposals will be required to go through a screening process prior to delivery at the TACOM Bid Lobby Depository. Upon arrival at the Main Gate (11 Mile Road entrance), the TACOM security police will issue instructions and directions to Building 249 receiving dock. Once at the receiving dock your delivery service must request that the receipt be date/time stamped. The receiving dock employees do not normally date/time stamp as a part of their normal business activity. The date/time receipt will be the official time of delivery of your proposal per FAR 52.215-1 "Instructions to Offerors - Competitive Acquisitions" and FAR 53.214-7 "Late Submissions, Modifications and Withdrawals".

b. Hand Carried Proposals. Offerors that are going to hand carry their proposals directly to TACOM shall contact the buyer upon their arrival. They will be processed through security (only U.S. citizens are allowed on base) and accompanied by the buyer or TACOM representative to Building 231, 1st floor, Bid Lobby Depository. Upon receipt of the proposal, the buyer or TACOM representative will give a date/time stamped receipt. The Offeror is required to exit the base immediately after dropping off their proposal and receiving the receipt.

L.1.1.2 Electronic Proposal: Identical electronic versions of your paper proposal shall be submitted for Volumes 1-6. Each Volume, including Attachments, shall be submitted in separate CD ROMs to facilitate Government review, and shall be readable on an IBM PC or compatible system running Microsoft Windows 95 or higher. File format must be compatible with Microsoft Word 97. For the Price Factor Volume, spreadsheets shall be in Excel or Excel readable format. The electronic version must be over-packed with the paper version.

L.1.1.3 Hardcopy Proposal: Font size must be no smaller than 10 point with margins no less than 3/4 inch (top, bottom, left, and right) excluding headers, footers, and page numbers. Use standard 8.5 X 11 sized paper except single foldout pages up to 17 X 11 may be used. Number each page and provide an index with each volume. The complete set of volumes will be accompanied by a cover letter (letter of transmittal) prepared on the Companys letterhead. The number of pages of each separate volume shall be sent to the Bid Room, clearly labeled and in a separate binder as follows:

- Volume 1 - Technical Factor
- Volume 2 - Logistics Factor
- Volume 3 - Logistics Past Performance
- Volume 4 - Price
- Volume 5 - Small Business Participation
- Volume 6 - SF 1449, RFP Sections A - K

L.1.1.4 Notwithstanding the information contained on the TACOM Procurement Network Website concerning electronic proposal submission, we will not accept e-mail or datafax offers.

L.1.1.5 In the event of a conflict between the electronic and hardcopy proposals, the hardcopy proposal will take precedence.

L.1.1.6 Proposal Submission Guidance. The offeror's proposal/offer, as required by this section, will be evaluated as set forth in Section M of this solicitation. In addition to the general requirements of the solicitation provision FAR 52.215-1 (Alt 1), your proposal submitted in response to this solicitation must contain all pertinent representations, certifications, and the additional information required for evaluation of the proposal.

L.1.1.7 Offerors are advised that employees of the firms identified below may serve as technical advisors or Source Selection Evaluation Board members in the source selection process. These individuals will be authorized access to only those portions of the proposal data and discussions that are necessary to enable them to perform their respective duties. Such firms are expressly prohibited from competing on the subject acquisition and from scoring or ranking of proposals or recommending the selection of a source. These individuals will not be voting members of the Source Selection Evaluation Board or participate in scoring or ranking proposals or recommending a selection.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 4 of 21
Name of Offeror or Contractor:		

Technical Advisor Information:

SRS Technologies
2225 Old Emmorton Road
Bel Air, MD
Phone Number: (410) 569-4433

Primary Point of Contact: Mr. John McCarthy E-mail: *HYPERLINK "mailto:jmccarthy@aberdeen.srs.com" jmccarthy@aberdeen.srs.com

L.1.1.7.1 In accomplishing their duties related to the source selection process, the aforementioned firms may require access to proprietary information contained in the offerors' proposals. Therefore, pursuant to FAR 9.505-4, these firms must execute an agreement with each offeror. To expedite the evaluation process, each offeror must contact the above companies to effect execution of such an agreement prior to submission of proposals. Each offeror shall submit copies of the agreement with their proposal. The Contracting Officer will make sure that these agreements are properly executed.

L.1.1.8 Accordingly, offerors are encouraged to contact the Contracting Office via email in order to request an explanation of any aspect of these instructions.

L.1.1.9 Demonstration Vehicle (DV). In addition to your written proposal, the offeror is required to deliver one Demonstration Vehicle (DV) to Aberdeen Test Center (ATC), Aberdeen Proving Grounds (APG), MD. The vehicle shall be your proposed ATLAS II or the commercial model that you are proposing to modify to meet ATLAS II Purchase Description (PD) requirement. The DV will be used to verify, where necessary, data provided in the paper proposals and assess levels of risk associated with meeting critical ATLAS II performance requirements. The Government intends to use the DV to verify technical capabilities, including transportability, material handling and mobility, and logistics support capabilities identified in your paper proposal.

The DV may be subjected to the following demonstrations:

TASK NAME	PD PARAGRAPH
TRANSPORTABILITY	
- Preparation For C-130	3.5.1.1
- Weight (Plus Center of Gravity)	3.5.1.1
- Weight Distribution	3.5.1.1
- Dimensions	3.5.1.1
MOBILITY	
- Full Circle Turn Dynamic Stability	3.3.3.2.1
- Longitudinal Dynamic Stability	3.3.3.2.2
- Gradeability	3.3.3
MATERIAL HANDLING	
- Fork Reach	3.3.12.8
- Fork Carriages	3.3.12
RAM/ENDURANCE	
- 10 Hour Test (5 Hour Load Placement And 5 Hour Container Operations)	3.6.4
- Endurance (Pothole) - 200 Hours Maximum	3.6.8.1
LOGISTICS DEMONSTRATION	
- Logistics Analysis	

Offerors shall identify in writing the extent to which the submitted DV will be able to demonstrate compliance with the requirements of the RFP. This will include a number of hours (up to 200) over the Durability Course, PD figure A-2, if you state your DV as delivered is capable of meeting this requirement. However, the government may deem a vehicle unsafe to perform certain tests if the test may result in catastrophic destruction of the DV.

The Contracting Officer will notify the offeror in writing when the vehicle is to be delivered. The Aberdeen Gate 715 (Maryland Gate) opens at 7:00am. Failure to deliver the DV as directed by the Contracting Officer may result in rejection of your proposal. Following delivery, the offeror can provide up to two technical representatives, who are experienced in the operation and support of your vehicle. The training will be conducted on the day the vehicle is delivered to Aberdeen and must be completed by 4:30pm. The technical representative(s) shall provide operator and Preventative Maintenance Checks and Services (PMCS) familiarization training to ATC personnel at time of delivery. This familiarization training will include instruction addressing the following: operational safety, vehicle operation to include vehicle capabilities and limitations, use of all vehicle controls, instrumentation (gauges, warning lights, etc.) and all required daily, weekly and monthly service requirements. Offerors shall provide this training for up to 10 Government

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 5 of 21
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Name of Offeror or Contractor:

personnel. The technical representative(s) must be proficient in all aspects of operation and maintenance of the vehicle. These technical representative(s) will also serve as a point of contact for the vehicle, in case of technical difficulties, and shall provide his contact information to the receiving personnel at ATC at time of delivery. If technical assistance is required, due to vehicle failure experienced during demonstration, the offeror must respond to the Governments request for technical assistance (troubleshooting, parts, repairs, etc.) within 24 hours of the request. Failure to provide the technical and parts assistance within 24 hours may result in discontinuation of the test, return to the offeror of the DV, and rejection of the proposal The contractor will be authorized admittance for up to 3 technical service and support personnel at the test site when vehicle repairs are necessary. The Government will provide any heavy equipment (lifts, cranes, etc) necessary to perform repairs on the DV.

During demonstration of the vehicle, any test incidents noted by the government testers will be provided to the offerors via Items For Discussion (IFDs).

The vehicle shall remain at ATC during the demonstration. The demonstration will begin on November 1, 2006 and end on December 4, 2006. If a DV has significant downtime for required repairs and does not finish testing, the result will be increased performance risk. Likewise, failure to deliver a compliant DV by November 1, 2006 may result in an incomplete demonstration which will be evaluated against performance risk.

Once the evaluations of the demonstrations are completed, the Contracting Officer will notify the offeror in writing when the vehicle is available for pick up. The vehicle will be available for the contractor to ship back to his facility, at his own expense, in an "as is" condition.

These requirements shall be subject to the terms of the Commercial Vehicle Bailment Agreement at Attachment 20. Failure to timely provide a vehicle may form the basis for rejection of the offer.

L.1.1.10 In order to ensure the vehicles are safe to test to the performance requirements specified in the RFP, it is required that the demonstration vehicle meet certain basic design requirements. The contractor will provide data that conclusively demonstrates that the demonstration vehicle meets the following:

TEST	TEST PARAGRAPH
a) Forklift structure	4.1.8
b) ROPS and FOPS*	4.3.20.1
c) Boom overload strength	4.3.11.7
d) Carriage and fork overload	4.3.12.5
e) ITSDF B56.6 Stability testing	4.3.2

Offerors who are assessed as failing to conclusively demonstrate to the satisfaction of the Government that the DV is safe to test against the RFP requirements, will have the submitted DV returned without any demonstration and its proposal rejected.

* At the Contractors option, this test may be performed on an equivalent frame as allowed by SAE J1040 and J231, or provide a certified test report showing that the test was already performed on an equivalent ROPS/FOPS installation. Correspondence from ROPS and FOPS manufacturer shall be included with the report stating that the ROPS and FOPS are certified for the ATLAS II.

L.2 VOLUME 1 FACTOR 1: TECHNICAL The Technical proposal will consist of both the demonstration vehicle and the written proposal. Clearly state in your written proposal, at the beginning of each technical sub-factor and/or element, the level of performance the DV provided to the government will achieve and the level of performance to be provided in the proposed ATLAS II. The written proposal must address the modifications required to meet the performance for the offered ATLAS II beyond that demonstrated by the DV.

There are three sub-factors in the Technical Area: System Technical Performance, Survivability, and Modeling and Simulation - Durability and Endurance Analysis. The Technical Volume shall be subdivided into three parts to address these sub-factors. The technical data, documentation, and supporting rationale shall be complete, specific, and support your technical approach to meeting the requirements in the Purchase Description (PD) for the sub-factors described below. Under technical factors where credit for performance beyond the required up to the desired is being credited, the offeror shall identify any performance proposed for the offered Atlas II beyond the required levels.

L.2.1 Sub-factor 1: System Technical Performance. The elements under System Technical Performance are: Air Transportability, Mobility, Material Handling and System Maturity. Table L-1 lists the performance requirements which will be evaluated in your proposal.

Table L-1. Technical Evaluation: Evaluated Performance Requirements and the corresponding PD paragraphs.

AIR TRANSPORTABILITY		MOBILITY		MATERIAL HANDLING	
Requirement	PD Paragraph	Requirement	PD Paragraph	Requirement	PD Paragraph
Prep For Air	3.5.1.1	Stability	3.3.2	Fork Reach	3.3.12.8

CONTINUATION SHEET	Reference No. of Document Being Continued		Page 6 of 21
	PIIN/SIIN W56HZV-06-R-0467	MOD/AMD 0002	

Name of Offeror or Contractor:

On C-130

Weight	3.5.1	Longitudinal Gradeability	3.3.3	Fork Carriages	3.3.12
Weight Per Axle	3.5.1.1	Fuel Inter-Operability	Certificate 3.5.2	Visibility	3.3.20.3.1
Dimensions	3.5.1	Maintainability	3.6.5		
		Engine Power & Speed Rating	Certificate 3.3.14.1.1		
		Engine Emissions	Certificate 3.3.14.1.2		
		Fuel System	3.3.14.3		
		Transmission	3.3.15		

SYSTEM MATURITY performance evaluation will be done in accordance with paragraph L.2.1.4

L.2.1.1 Element 1: Air Transportability: Describe how the offered ATLAS II will meet the specific air transportability requirement of PD paragraph 3.5.1 and 3.5.1.1 as well as its ability to meet the desired performance. Describe the dimensions of your vehicle. Include the minimum operating height, the reduced height (if applicable), the width, length, weight, weight per axle, reducibility and carriage transport in terms of time, number of soldiers and tools, equipment, lift assets required. If disassembly is required to meet the time for preparation for air transportability, the offeror shall provide a written procedure and the time to complete the procedure as well as validating data that substantiates the procedure. The offeror shall also identify any tools needed for disassembly.

L.2.1.2 Element 2: Mobility: Describe how the offered ATLAS II meets the mobility requirements in the purchase description as well as any desired mobility characteristics you intend to provide. Your proposal should address the following:

a. Drive Train Performance: Address the integration of components which meet the drive train performance requirements as specified below:

(1) Address how the diesel engine, transmission, transfer case, axles, service brakes and emergency brakes interact to meet the requirements of travel speed, PD paragraph 3.3.6, longitudinal gradeability, PD paragraph 3.3.3, and brakes, PD paragraph 3.3.7. Address the provisions made to incorporate a Tier III engine, PD paragraphs 3.3.14, 3.3.14.1.1 and 3.3.14.1.2.

(2) Provide engine performance curves using diesel fuel showing net and gross horsepower, torque curves, parasitic loads, and fuel economy; and engine-transmission match curves, including torque converter performance curves, and manufacturers specification sheets. Overlay performance projections using JP-8 fuel on each of these curves to illustrate any loss in horsepower/performance when using JP-8, JP-5, Jet-A, and Jet-A1 fuel, PD paragraph 3.5.2. Provide any information related to design/integration considerations that were taken into account for your selected engine to be compatible with JP-8, JP-5, Jet-A, and Jet-A1 fuel and still be able to meet the gradeability requirements in PD paragraph 3.3.3. Provide information from engine supplier to show their approval for use of JP-8, JP-5, Jet-A, and Jet-A1 fuels.

Provide manufacturers specification sheets for the engine, transmission, transfer case, tires and axles selected for your proposed ATLAS II and describe what design/integration considerations were taken into account to select these components. Provide information from transmission, transfer case, tire and axle suppliers to show their approval for use of the selected components for use in your ATLAS II.

(3) Provide a discussion of the adverse impact that JP-8 will have on your engine, both current EPA certified engine and future EPA certified engine, and what will be your effort to overcome these impacts. Please state whether the engine is classified as an on or off-road engine.

b. Operating Requirements: Provide data demonstrating that your offered ATLAS II meets the following operational requirements in the purchase description, and provide as a minimum the following information:

(1) Provide calculations that demonstrate the ability of your proposed design to meet the static stability, full circle turn dynamic stability, longitudinal dynamic stability, and longitudinal gradeability requirements of the PD. PD paragraphs 3.3.2.1, 3.3.2.2.1, 3.3.2.2.2, and 3.3.3.

(2) Provide information that demonstrates that your vehicle meets the fuel system requirement, PD paragraph 3.3.14.3.

<p style="text-align: center;">CONTINUATION SHEET</p>	<p style="text-align: center;">Reference No. of Document Being Continued</p> <p style="text-align: center;">PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002</p>	<p style="text-align: center;">Page 7 of 21</p>
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Name of Offeror or Contractor:

L.2.1.3 Element 3: Material Handling: Provide data demonstrating that your offered ATLAS II meets the material handling requirements in the PD as well as any desired material handling capabilities you intend to provide. Your proposal shall address the following:

- a. Fork Reach capabilities as required by the PD paragraph 3.3.12.8 and 3.3.12.4.3.
- b. Fork Carriage interchange capabilities as required by PD paragraph 3.3.12.
- c. Visibility per PD paragraph 3.3.20.3.1. Also provide drawings to show the full area of visibility available, (desired 360 degree visibility), from the operator position with the forklift carriages in travel position. Describe the operators view beyond the front, rear, and both sides of the vehicle, and show that these views allow for safe backing and turning maneuvers and safe operation of the vehicle at its maximum speed. Show the area to the sides and rear of the ATLAS II that is visible in the rearview mirrors.

L.2.1.4 Element 4 System Maturity: Describe the extent to which your proposed vehicle system as it currently exists, meets the material handling fork reach requirements, PD paragraph 3.3.12.8, mobility, PD paragraph 3.3.2 Stability, including sub paragraphs and 3.3.3 Longitudinal gradeability, and transportability, PD paragraph 3.5.1 including subparagraphs and any desired performance under these paragraphs you intend to provide.

- a. If a prototype or production model of the vehicle system being offered currently exists (as of your proposal submission date), provide any test data that demonstrates conformance of the vehicle system to the PD requirements listed in L.2.1.4.
- b. If your proposed vehicle system does not currently exist in a prototype or production representative form, describe any modifications necessary to meet the PD requirements listed in L.2.1.4. Also, describe the sub-systems that will be integrated to provide a vehicle system that meets the requirements of the PD listed in L.2.1.4. Provide test data, at the highest level of integration achieved that demonstrates conformance of the sub-systems to the PD requirements listed in L.2.1.4. Provide information that supports the overall approach on the engineering design and integration of these sub-systems into a vehicle system that meets the PD requirements listed in L.2.1.4.

L.2.2 Sub-factor 2: Survivability

L.2.2.1 The Army has a requirement for every ATLAS II forklift be adaptable to a configuration that meets the additional level of crew protection identified in the Purchase Description (PD), paragraph 3.8.

L.2.2.1.1 Provide your design approach to meeting the crew protection requirements identified in the ATLAS II PD paragraph 3.8. Include sketches, engineering drawings and design details of the crew protection "A" and "B" kits.

L.2.2.1.2 Provide an analysis of the impact of the Crew Protection Kit on the offered ATLAS II as follows:

- a. Provide an analysis of the weight of the proposed crew protection kit for your vehicle (use 32 lbs per square foot for armor and 35 lbs per square foot for transparent armor). Your estimate shall detail the sq ft. of armor and transparent armor needed for each side, front, back, top and bottom of the operators compartment.
- b. Provide your proposed performance degradation anticipated to the offered Atlas II in the PD paragraphs identified in Paragraph L.2.1 above.
- c. Address the maintainability impact on the vehicle resulting from meeting the wartime armor requirement. The maintainability impact shall be limited to the maintenance actions described under the Logistics Factor (scheduled maintenance & maintainability analysis)

L.2.2.1.3 Address the time to convert your vehicle from peacetime to wartime (fully armored). Provide an explanation of the time, procedures and tools necessary to install and remove the proposed crew protection kit.

L.2.3 Sub-factor 3: Modeling and Simulation (M&S) - Durability and Endurance Analysis.

- a. Offerors shall describe how critical components (primary focus is on boom and carriage) of the offered vehicle will meet or exceed the durability requirements of the Purchase Description (PD), as demonstrated by the durability test specified in PD paragraph 4.6.6 Endurance. Provide engineering analyses with support documentation including test data, models, model results and inputs, and subroutines as necessary to demonstrate the ability of the vehicle to meet the durability requirements of the PD. Describe how the proposed system deviates from the Demonstration Vehicle (DV) as it pertains to the loads, material, construction, and stress.
- b. Offerors may demonstrate the ability to successfully complete the durability test by providing a test report for the vehicle offered conducted or verified by an independent third party. Deviations from the durability course specified in PD paragraph 4.6.6 shall be identified and an analysis shall be provided that supports a correlation of the test results.
- c. Offerors who cannot demonstrate through test data that the durability requirement will be met may use modeling and simulation to satisfy this proposal requirement. In support of the proposal offerors who do not provide system level test data corresponding to the

<p style="text-align: center;">CONTINUATION SHEET</p>	<p style="text-align: center;">Reference No. of Document Being Continued</p> <p style="text-align: center;"> PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002 </p>	<p style="text-align: center;">Page 8 of 21</p>
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Name of Offeror or Contractor:

proposed ATLAS II operations on test courses specified in PD paragraph 4.6.6, shall provide the following at a minimum:

(1) Detailed Finite Element Model (FEM) of critical ATLAS II boom and carriage components to determine regions of high stress. A report of the construction of the FEM, assumptions made, and interpretation/post processing of the results shall be provided as well as contour plots of the regions of interest. Offerors shall submit a working FEM in one of the following formats I-DEAS, NASTRAN, ABAQUS, LS-DYNA, or ANSYS.

(2) System-level multi-body dynamics model that includes individual components and joints for suspension and material handling sub-systems control subroutines as appropriate. A report of the construction of the dynamics model, assumptions made, and interpretation/post processing of the results shall be provided. Offerors shall submit a working dynamics model in one of the following formats Design Analysis for Dynamic Systems (DADS), LMS Virtual Lab Motion, or MSC Automatic Dynamic Analysis of Mechanical Systems (ADAMS). In lieu of a system-level multi-body dynamics model a documented test program and results verified by an independent third party may be described.

(3) Test or M&S generated vertical, lateral, and longitudinal accelerations gathered from dynamics model runs that are necessary to provide input conditions for your FEM analysis of critical components (primary focus is expected to be boom and carriage). The generated data should include results that correspond to ATLAS II operations on test courses specified in the PD. Describe the method used to verify or validate the accuracy of the loads and accelerations if they were not directly measured on a representative system of the required course.

Engineering analysis that incorporates dynamics model results or independent third party verified test data in conjunction with FEM results to identify locations (primary focus critical carriage and boom components) where durability may be a concern. This analysis should be presented in terms of a fatigue life prediction correlating ATLAS II operations on test courses specified in PD. Although it is possible to perform such analyses without the use of computer aided techniques and software, oversimplification of the expected load spectrum is often required to facilitate such an analysis. One example of this type of software to perform computer-aided analysis is nCode FE-Fatigue. Other fatigue analysis software packages that rely on similar underlying theory may be utilized. A report shall be provided that describes the method used in determining the load spectrum, the fatigue load relative to the allowable load, and the confidence level predicted.

L.3 VOLUME 2 FACTOR 2: LOGISTICS

There are two sub-factors within the Logistics Factor: Maintenance Burden and Supportability. Maintenance Burden has three elements: Scheduled Maintenance, Diagnostics, and Maintainability Analysis. Supportability has two elements: Commonality of Components and Parts and Technical Service Support.

L.3.1 Sub-factor 1: Maintenance Burden: The Army requires an ATLAS II that minimizes the logistics and maintenance burden on the Army and the soldier supporting the ATLAS II. The Armys strategy for reducing the logistics and maintenance burden for the ATLAS II includes the following: 1) increasing system reliability which will reduce unscheduled maintenance actions, 2) increasing intervals between scheduled maintenance services, 3) improving on board diagnostics and prognostics capabilities 4) assuring all field level maintenance tasks (scheduled and unscheduled) can be easily performed by maintenance support personnel (accessibility), 5) using the minimal number of tools (common and special tools), and 6) applying the principles of Performance Based Logistics (PBL) when ever possible through-out the ATLAS II life cycle. Maintenance Burden consists of the following: Scheduled Maintenance, Diagnostics and Maintainability Analysis.

L.3.1.1 Element 1: Scheduled Maintenance. Describe how you plan to meet the requirements for scheduled maintenance in PD paragraph 3.6.5. Provide the detail required by attachment 16 for each of the listed scheduled maintenance tasks required to support your vehicle for a period of one year based on 2000 hours of operation. Identify all parts (quantities and cost), man-hours required to perform each task on Attachment 16. Offerors shall also provide the Attachment 16 information for any scheduled maintenance task not listed, with an annual maintenance manhour requirement greater than 5 hours or an annual cost of \$50 or more. Offerors shall substantiate the tasks, intervals, parts and required hours proposed by providing data and documentation such as historical commercial practices taken from a vehicle or sub-system manufacturers commercial maintenance manual. Offerors shall include a discussion comparing the estimated military usage above to the average commercial usage and the impact on the scheduled maintenance tasks and their frequency. An offeror who is basing the estimates on a similar commercial item shall provide data from the based vehicle (e.g., manual pages). If the commercial data is not available for the offered ATLAS II, the offeror shall provide an explanation of how the tasks, intervals, parts and hours were estimated. Refer to the example on Attachment 16 for additional guidance. This spreadsheet will identify lube and Preventive Maintenance Scheduled Services tasks in hours.

L.3.1.2 Element 2: Diagnostics. Describe what diagnostic features are offered with your proposed system, including all embedded diagnostic capabilities, i.e., Built in Test/Built in Test Equipment (BIT/BITE) and identify all conditions that are measured. Describe the troubleshooting concept, to include diagnostic/prognostic strategy for your proposed system and the major sub-systems: (engine, transmission, hydraulics). Describe in detail the method of diagnosing malfunctions using any combination of the following: embedded diagnostics, automated using external test equipment or manual testing using external test equipment. Describe the diagnostics/prognostics available in your standard commercial vehicles and any additional diagnostics/prognostics capabilities that will be included in your offered ATLAS II.

L.3.1.3 Element 3: Maintainability Analysis. Modular design is defined as the design of major components/assemblies for ease of removal

<p align="center">CONTINUATION SHEET</p>	<p align="center">Reference No. of Document Being Continued</p> <p align="center">PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002</p>	<p align="center">Page 9 of 21</p>
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Name of Offeror or Contractor:

and replacement. Provide narrative technical instructions for removal and replacement of the following major components: Engine and Transmission. Include preparation time as well as required maintenance times for the removed sub-systems and all common and special tools required to perform the selected task. If your approach to engine and transmission removal requires that they are removed as a Power Pack, also list the time required to separate the two components. Offerors shall substantiate the tasks, tools and required hours proposed for removal and replacement of the engine and transmission providing data and documentation such as historical commercial practices taken from a vehicle or sub-system manufacturers commercial maintenance manual. If the commercial data is not available for the offered ATLAS II, the offeror shall provide an explanation of how the tasks, and hours were estimated. If the estimate is based on an existing commercial vehicle provide the commercial data for the existing vehicle and a discussion of the similarities of the vehicle to the ATLAS II in terms of removal and replacement of engine and transmission. (Refer to Attachment 23 for an example using the current ATLAS, 3930-01-417-2886)

Note: Special Tools are defined for this evaluation as any tool not found in the General Mechanics Tool Kit or the Common Tools Set #1 or #2. Refer to the LOGSA website http://weblog.logsa.army.mil/sko/sko_scnm_query.cfm for General Mechanics Tool Kit and Common Tool Sets information.

L.3.2 Sub-factor 2: Supportability. The Army requires supportability for the ATLAS II system. The Army conducts operations in areas of the world with austere infrastructures and little or no host nation support. Therefore, the government desires a vehicle supportable with common components currently in the government supply system and with a global network to supplement its organic support capabilities. This support consists of all parts and technical services to be provided within the Continental United States (CONUS) and Outside Continental United States (OCONUS). There are two elements under the Supportability Subfactor: Element 1 is Commonality of Components, and Element 2 is Parts and Technical Service Support.

L.3.2.1 Element 1: Commonality of Components. The Army requires global support for the ATLAS II. The system will be provisioned to induct new items of supply into the DoD Supply System, however, it is advantageous to the Army for offerors to select major components of supply for their proposed ATLAS II vehicle that are already part of the Army inventory system. Items currently in the supply system supporting multiple military systems reduce the logistics footprint. Identify the extent to which the engine, transmission, front axle, and rear axle of your offered ATLAS II also support other military systems, and identify those military systems which your selected components are supporting. Offerors who propose to introduce new items to the Army Logistics System are encouraged to explain any benefits the Army obtains from the new item that would offset the increase in the Logistics burden (e.g., increased reliability, enhanced performance, reduced cost, etc). Offerors should utilize the Defense Logistics Information Service capabilities at <https://www.webflis.dlis.dla.mil/WEBFLIS/Default.asp> for determining if these items are in the Army supply system.

L.3.2.2 Element 2: Parts and Technical Service Support

L.3.2.2.1 Describe your global part and technical service support system for your customers for the locations listed below, specifically differentiating the extent that the system currently exists versus proposed/planned. Include the following: density of identical/similar equipment supported in each area, extent to which parts for the offered ATLAS II are currently being stocked/provided in each location, method for receiving orders from customers for parts and technical service support, method for providing parts and technical service support to the customers, payment methods, and established timeframes for fulfilling urgent/high priority, or routine orders.

CONUS*:	OCONUS*:
Fort Lewis, WA	Afghanistan Kuwait
Fort Hood, TX	Bosnia Philippines
Fort Stewart, GA	Colombia Iraq
	Bulgaria Korea
	Hawaii

(Note: The list of locations above is a representative sample of locations within each of the US Strategic Commands Areas of responsibility and is not limiting or indicating the future locations of ATLAS II deployments.)

L.3.2.2.2 If your global parts and technical service support system includes a dealership network, provide a list of the location of dealers, warehouses and distribution centers available for spare parts support for the locations listed above specifically differentiating the extent that the system currently exists versus proposed/planned. Explain how your existing or proposed service network provides technical support for your worldwide customers. Describe what qualifies a dealership (including the individual technical service representatives) to service your equipment. Provide a listing of your dealerships that have trained personnel and the extent that these personnel are currently providing support or are trained and capable of providing support to the proposed ATLAS II in the locations identified in L.3.2.2.1 above.

L.4.1 VOLUME 3 FACTOR 3: LOGISTICS PAST PERFORMANCE

- a. The offeror is required to provide the following under this subfactor:
 - 1. Briefly describe your proposed performance (i.e. work the prime will perform; work any logistic subcontractor(s) will perform). State, if, as a prime, you have an established working relationship with your proposed logistics subcontractor for this

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 10 of 21
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Name of Offeror or Contractor:

contract.

2. For prior logistics contracts which are considered recent and relevant to the logistic portion of Section C Statement of Work, include in Volume 3 the information specified in L.4.1.a through L.4.1.e.

3. Additionally, for each contract identified above, issue a past performance questionnaire in accordance with the instructions in paragraph h. below. The Offeror shall see the instructions in paragraph h. requesting early submission of certain Past Performance information.

4. Recent/Relevant Contract Information: The offeror shall identify and submit no more than 7 of the most recent/relevant Contracts for each of the Prime and each (if any) significant subcontractors. Recent contracts are those with any performance occurring within the three years prior to the date this RFP was issued. Offerors can demonstrate the relevance of their Past Performance by focusing on the following specific efforts and their similarity to the requirements of this solicitation:

- (i) Development of MIL-STD-40051 Department of Army Technical Manual (DATM) Operators manual
- (ii) Development of CCSS Repair Parts and Special Tools (RPSTL) TMs
- (iii) Development of Interactive Electronic Technical Manuals (IETMs)
- (iv) Development of Diagnostics within the IETM in order to utilize the test and measurement capabilities of the MSD and EMS IETM with electronic subsystems (and the engine) on the end item supported by the IETM.
- (v) Development of Provisioning Data
- (vi) Development of New Equipment Training Materials
- (vii) Development of Maintenance Analysis
- (viii) Development of Packaging Data

For each of your recent/relevant past contracts, provide the following information:

- (a) Contract Number
- (b) Contract type
- (c) Award Price/Cost
- (d) Original delivery schedule
- (e) Final, or projected final delivery schedule
- (f) For other than firm fixed price contracts, the estimated or target cost and the actual cost
- (g) Your (or your logistic subcontractors) CCR, CAGE and DUNS numbers
- (h) Government contracting activity address, telephone number, and e-mail
- (i) Procuring Contracting Officer's (PCO's), name, telephone number and e-mail
- (j) Government contracting activity technical representative, or COR, telephone number and e-mail or if known, the government point of contact for the logistics deliverables.
- (k) Government contracting activity, and the name, telephone number and e-mail of the Administrative Contracting Officer
- (l) Description of scope of work requirements and a discussion of similarities between the contract scope and the scope of this solicitation
- (m) For the listed contracts, your self-assessment must address the technical quality of the effort provided; timeliness of performance; cost control; and customer satisfaction. Identify any quality awards or recognition received. Include an explanation for any cost growth, schedule delays or failure to meet technical requirements, and any corrective actions, measures, or procedures taken to avoid such problems in the future.

b. Cancellations and Terminations: Identify any recent contracts, which have been terminated or that are in the process of being terminated, or cancelled for any reason, in whole or in part (regardless of whether its requirements were/are similar to this solicitation). Include prime contracts, contracts under which you were a subcontractor and any of your logistics subcontractors contracts. Provide the information requested in L.4.1.a above for any of these contracts. If there were no cancellations or terminations, state that.

c. Corporate Entities: If any contract listed above was performed by a corporate entity or division other than the corporate entity or division that would perform work under this RFP, please identify them and indicate to what extent those entities will perform this effort. If they have relocated or changed ownership since performance of the listed efforts, please describe any changes in terms of personnel, facilities, or equipment, from those expected to perform this effort.

The offeror shall also provide the above requested information for any proposed logistic subcontractor who will perform a significant portion of the effort. Offerors must also describe in detail the work each subcontractor will perform. Offerors shall include in their

<p style="text-align: center;">CONTINUATION SHEET</p>	<p style="text-align: center;">Reference No. of Document Being Continued</p> <p style="text-align: center;">PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002</p>	<p style="text-align: center;">Page 11 of 21</p>
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Name of Offeror or Contractor:

proposal the written consent of their proposed significant subcontractors to allow the Government to discuss the subcontractor's past performance during negotiations.

d. Key Personnel: If you have limited or no recent or relevant past performance, but have key personnel who will be playing a significant role in this effort who do have relevant experience, we may consider this experience in our evaluation of performance risk. In order for us to consider such experience, please identify these personnel and describe their relevant roles and responsibilities for their previous employer, and their roles and responsibilities as planned for the current requirement. Also, provide similar information to that identified above for those contracts that these key personnel were involved in with those previous employers.

e. Predecessor Companies: If you, or your logistic subcontractor, only has relevant and recent performance history as a part of a predecessor company, we may consider that past performance in our evaluation of performance risk. Please provide the information for those recent, relevant contracts of that predecessor company. Offerors must also document the history of the evolution from the predecessor company.

f. Contacting References: Offerors are advised that the Government may contact any of the references that the offeror provides and third parties for performance information, and that the Government reserves the right to use any information received as part of its evaluation. Offerors shall include in their proposal the written consent of their proposed subcontractors to allow the Government to discuss the subcontractor's past performance during negotiations.

g. Thorough and Complete Information: The Government does not assume the duty to search for data to cure problems we find in proposals. The burden of providing thorough and complete past performance information remains with you. We may assign a "higher risk" rating to your proposal, or reject your proposal if we do not receive the information requested.

h. Questionnaires: A past performance questionnaire is provided at Attachment 22. For the contracts described in L.4.1.a, the Offeror shall send a copy of the past performance questionnaire directly to the federal, state or local government agency which had past performance working with them on similar/relevant requirements. Immediately upon receipt of the solicitation and based on identification of your most recent and relevant customers, the Offeror shall send the questionnaire to the appropriate Contracting Officer's Representative (COR) and Procuring Contracting Officer (PCO), or other appropriate technical and contracting individuals. The Offeror shall request that these individuals complete the questionnaire and forward it electronically directly to the Government at campanes@tacom.army.mil no later than five days before the solicitation closing date (See Block 9 of the Standard Form 1449 of the cover page to this solicitation).

In addition, the offeror is requested to prepare and submit to the Contract Specialist within twenty two days of posting of the final RFP, a list of the references to which the past performance questionnaire was sent. The reference list must be sent to the contract specialist via email at campanes@tacom.army.mil and shall contain the following information prepared in the following format:

- (1) Contract Number / Delivery Order
- (2) Contract / Delivery Order Type
- (3) Program Title
- (4) P / S (Enter "P" if performed as a prime contractor or "S" if performed as a subcontractor)
- (5) Customer point-of-contact with telephone number and e-mail address
- (6) Date questionnaire was sent to the customer

L.5 VOLUME 4 FACTOR 4: PRICE

L.5.1 The Price volume shall be provided in both hardcopy and electronic (on CD-ROM) formats, to expedite Government review of the proposals. Provide any supporting narrative in Microsoft Word format. All files should be read-only.

L.5.2 The offeror shall provide all proposed prices in solicitation Attachment 14 (Proposed Prices and Total Evaluated Price), and include that in the Price Volume. That spreadsheet includes all CLINs in Section B. Do not enter the prices in Section B of the solicitation. When the offeror electronically enters all proposed prices in Attachment 14, using Microsoft Excel, the total evaluated price is automatically calculated (and shown) in that electronic file. With its offer, the offeror shall include the completed electronic version of Attachment 14, in Microsoft Excel, with all the original formulas still embedded in the file. The Price volume shall also include all information indicated below. All amounts in Attachment 14 and in the Price Volume shall be in U.S. dollars.

L.5.2.1 Exchange rate information: Price and all elements of cost are to be stated in United States (U.S.) dollars only, for both the prime contractor and any potential subcontractors. The Offeror shall state the exchange rate (if applicable) being used to convert any currency to U.S. dollars.

L.5.2.2 CLINs for ATLAS Vehicles (CLINs 0101AA, 0101AB, 0201AA, 0301AA, 0401AA and 0501AA): The Offeror shall submit a top-level cost breakdown to support each proposed ATLAS II vehicle unit price. The top-level breakdowns shall show the following dollar amounts for the prime offeror:

- Direct Material
- Subcontracts
- Direct Labor Cost (Also state the estimated direct labor hours per vehicle.)

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 12 of 21
---------------------------	---	----------------------

Name of Offeror or Contractor:

- Other Direct Cost (Also provide an itemized breakdown of what is included in the estimated Other Direct Cost per vehicle, by name/description of cost item and associated dollar amount.)
- Overhead
- General & Administrative
- Profit
- Total Unit Price (Sum of the above)

L.5.2.3 Costs for Survivability Requirements: The Government intends to perform trade-off analysis for the following ATLAS II survivability requirements that are included in this solicitation and in your proposal. They are:

1. Electromagnetic Interference (EMI) Emissions and Susceptability, PD paragraph 3.3.16.7.1
2. Near Strike Lightning (NSL), PD paragraph 3.3.16.7.3
3. High Altitude Electromagnetic Pulse (HEMP)/Electromagnetic Environmental Effects (E3), PD paragraphs 3.3.16.7, 3.3.16.7.2 and 3.3.16.7.4; and
4. Nuclear Biological and Chemical (NBC) Contamination Survivable (with the exception of CARC paint), PD paragraph 3.2.5

During the proposal evaluation process the Government intends to identify the cost for meeting these unique military requirements, and to propose to the ATLAS II user-representative that the survivability requirements be traded-off to procure additional ATLAS II forklifts from the requirements type contract.

Offerors are instructed to separately and specifically identify the price differentials (due to higher- priced parts, additional labor, etc.) that are included in their proposal for each of the above four items. Provide the per-vehicle price differential included in CLIN 0101AA, 0101AB, 0201AA, 0301AA, 0401AA and 0501AA. Price differentials should be entered in attachment 024. (For example, for CLIN 0101AA the offeror shall separately provide the per-vehicle price to meet item 1 (Electromagnetic Interference (EMI) Emissions and Susceptability, PD paragraph 3.3.16.7.1), the per-vehicle price to meet item 2, the per-vehicle price to meet item 3, and the per-vehicle price to meet item 4.)

The Government will provide a summary of these costs to the user and coordinate a decision on what can/can't be traded-off to procure additional ATLAS II forklifts.

The final survivability requirements will be identified and highlighted in the PD and be applicable to offerors Final Proposal Revisions (FPRs) for the ATLAS II. All savings realized from the trade-offs will be used to procure additional ATLAS II forklifts.

L.5.2.4 Training Class CLINs: For CLINs (shown on Attachment 21) covering training classes, provide information to support each proposed price, in the format provided as Attachment 21 to this solicitation.

L.5.2.5 Add-On Armor Kits: For CLINs 0106AA, 0204AA, 0304AA, 0404AA and 0504AA, provide a top-level cost breakdown to support each proposed unit price. The top-level breakdowns shall show the following dollar amounts for the prime offeror:

- Direct Material
- Subcontracts
- Direct Labor Cost (Also state the estimated direct labor hours per kit.)
- Other Direct Cost
- Overhead
- General & Administrative
- Profit
- Total Unit Price (Sum of the above)

L.5.2.6 Data Items: Provide a table showing the estimated direct labor hours for the prime contractor, and show any estimated direct labor hours for subcontractors, for each separately-priced data CLIN: A009, A010, A011, A013, and A027. Show the hours by CLIN.

ALSO NOTE: If offerors do not provide a price for ELIN A027, the government has the right to exclude the contractor from consideration for award.

L.5.2.7 Technical Representative Services CLINs: For CLINs 0207AA, 0207AB, 0207AC, 0307AA, 0307AB, 0307AC, 0407AA, 0407AB, 0407AC, 0507AA, 0507AB, and 0507AC in the Price Volume break down each proposed price per man-day into the following elements:

- Direct Labor Cost
- Other Direct Cost
- Indirect Cost
- Profit
- Total price per man-day (sum of the above)

L.5.2.8 If necessary, the Government reserves the right to request additional price or cost information to aid in its evaluation of price reasonableness.

L.6 VOLUME 5 FACTOR 5: Small Business Participation:

L.6.1 Small Business Participation

This provision applies to every offeror, regardless of size status or location of its facility or headquarters.

a. All offerors, including offerors who are themselves U.S. small business concerns based on the NAICS code assigned to this requirement, are to identify the extent to which U.S. small business concerns would be utilized as first-tier subcontractors in the performance of the proposed contract. U.S. small business concerns are defined 1) in FAR 19.001 and 2) by the criteria and size standards in FAR 19.102 for the applicable NAICS code. U.S. Small Business concerns include small businesses (SBs), small disadvantaged businesses (SDBs), HUBZone small businesses (HUBZone SBs), woman-owned small businesses (WOSBs), veteran-owned small businesses (VOSBs), service-disabled veteran-owned small businesses (SDVOSBs) and historically black colleges/universities and minority institutions (HBCU/MIs).

If the prime offeror (to include any U.S. small business concerns who are proposing as part of a joint venture or teaming arrangement) is itself a U.S. small business concern, the offerors own participation, as a SB, SDB, WOSB, VOSB, SDVOSB, HUBZone SB, and/or HBCU/MI will also be considered small business participation for the purpose of this evaluation. In this event, the extent the prime offeror participation as a U.S. small business concern shall be detailed, as described below, in the same manner as subcontracts to first tier U.S. small business concerns.

Regarding small business concern participation, offerors shall address anticipated subcontracting based on the offeror receiving a single 5 year requirements contract in the estimated/total quantities specified in Section L, Price Area. The Subcontracting Plan shall further be consistent with the offerors projected work accomplishment as detailed in the offerors proposal in response to RFP Paragraph L 19. The required information shall be identified in a table format substantially in accordance with the following example:

BASE YEAR		
BUSINESS CATEGORY	DOLLAR AMOUNT (ALL SUBKs)*	PERCENTAGE OF SB PARTICIPATION
Total Subcontracting (LB+SB)	\$43M	100.0%
SB	\$10M	23.3% (\$10M of \$43M)
SDB	\$2.15M	5.0% (\$2.15M of \$43M)
WOSB	\$2.36M	5.5% (\$2.36M of \$43M)
VOSB	\$0.3M	0.7% (\$0.3M of \$43M)
SDVOSB	\$0.1M	0.2% (\$0.1M of \$43M)
HUBZONE SB	\$1.0M	2.3% (\$1.0M of \$43M)
HBCU/MI	\$0.15M	0.4% (\$0.15M of \$43M)

*Includes 1st tier subcontractors only; Interdivisional transfers are considered subcontracts; includes prime offeror participation if the prime is a U.S. small business concern.

b. All offerors, regardless of size, are to provide (individually for each base year and for each option/out year (if any), the names of small business concerns (including the prime offeror if a small business concern) who would participate in the proposed contract; the small business classification of each small business concern (i.e. SB, SDB, WOSB, VOSB, SDVOSB, HUBZone SB, and /or HBCU/MI); a short description of the specific services to be provided or components to be produced by each small business concern; and the estimated total dollars for each product or service. This data shall be provided in a table format substantially a follows:

BASE YEAR			
NAME OF SMALL	SMALL BUSINESS	DESCRIPTION OF	
BUSINESS CONCERN	CLASSIFICATION	PRODUCT/SERVICE	TOTAL DOLLARS
ABC Co.	SB	Wire	\$0.50M
ABC Co.	SB	Plating	\$0.75M
EFG Inc. (Prime Offeror)	SB, WOSB, VOSB	Circuit Cards	\$1.20M

c. As defined below, offerors shall also provide the following:

(1) Offerors who ARE either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) a firm who has previously performed a contract containing FAR 52.219-9, are to provide a description of their performance in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. This data shall include contracts performed over the last three

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 14 of 21
Name of Offeror or Contractor:		

[3] calendar years. Firms that have never held a contract incorporating FAR 52.219-9, shall so state.

(2) All offerors who ARE NOT either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) a firm who has previously performed a contract containing FAR 52.219-0, shall substantiate their proposed approach to meeting the requirement of FAR 52.219-8. Substantiation may include providing (1) a description of the offerors performance, over the past three [3] calendar years, in complying with the requirements of FAR 52.219-8 (Note: if the offeror has not performed a contract, over the past three [3] years, which included FAR 52.219-8, the offeror shall so state); (2) a description and available documentation of any methods or techniques used to promote small business participation; (3) any listings of U.S. small business concerns who are subcontracting candidates; (4) internal procedures used to monitor small business participation during contract performance; and/or (5) any other information substantiating that the offeror will satisfy the requirements of FAR 52.219-8.

*** END OF NARRATIVE L 0002 ***

<p style="text-align: center;">CONTINUATION SHEET</p>	<p style="text-align: center;">Reference No. of Document Being Continued</p> <p style="text-align: center;">PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002</p>	<p style="text-align: center;">Page 15 of 21</p>
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Name of Offeror or Contractor:

SECTION M - EVALUATION FACTORS FOR AWARD
ATLAS II SECTION M BASIS OF AWARD

- a. Selection of Successful Offeror. The government plans to award a firm fixed price, five year requirements contract for vehicle production and related services and data as a result of this solicitation. The objective of the All Terrain Lift, Army System (ATLAS) II Program is to acquire an all terrain forklift that provides the Best Value to the government when evaluated in accordance with the criteria described below. The Best Value process is a process to select the most advantageous and reasonable proposal assessed as acceptable.
- b. In addition to the written proposal, the government will require each offeror to deliver a Demonstration Vehicle (either their proposed ATLAS II, or the commercial vehicle with/without the required modifications required to meet the Armys ATLAS II requirements) for examination, limited test and evaluation by the government. The demonstration vehicles will be used to; validate information offerors provide in their paper proposals, evaluate risk associated with required modification of commercial forklifts needed to meet Purchase Description performance, reliability and durability requirements. The Demonstration Vehicle will also be used to validate logistics data provided in your proposal.
- c. Evaluation. The government will weigh the merits in Technical, Logistics, Logistics Past Performance and Small Business factors against the evaluated price to determine which proposal, in its judgment, represents the best value. As part of the trade-off determination of best value, the relative strengths, weaknesses, and risks of each proposal will be considered.
- d. Rejection of offers. The government may reject any proposal which (i) merely offers to perform work according to the RFP terms or states the offeror is able to comply, without elaboration, or (ii) is unrealistic in terms of technical or schedule commitments, reflects an inherent lack of technical competence, or indicates a failure to comprehend the complexity and risks involved or (iii) is unrealistically high or low in Price.
- e. Risk Assessment. The government will assess the capability of each offeror in five factors: Technical, Logistics, Logistics Past Performance, Price, and Small Business. (See M.1.1 below.) The government will assess the risk of successful performance. For the purpose of evaluation of proposals in response to this RFP, proposals shall be evaluated in terms of both proposal risk and performance risk as follows:
- f. Proposal Risks. Proposal Risks are those risks associated with an offerors proposed approach in providing goods and/or services in accordance with the terms and conditions of the contract. Terms and conditions include, for example, the performance, quality, and timeliness requirements of the contract. The government will consider the following, and may take into account, other relevant considerations, when it assesses risk: (i) the feasibility and probability of the approach meeting specific requirements of the solicitation, (ii) the adequacy, precision, and clarity of the analysis techniques, including rationale, and (iii) the general quality of the proposal, including, for example, understanding of the requirement, completeness and thoroughness of the proposal. Proposal Risk is assessed by the Source Selection Evaluation Board (SSEB) and is integrated into the rating of the Technical Factor, Logistics Factor, Logistics Past Performance Factor, Price Factor, and Small Business Participation Factor.
- g. Performance Risks. Performance Risks are those risks associated with the probability that an offeror will successfully perform the solicitation requirements as indicated by that offerors record of past and current performance. The SSEB will assess performance risk in the Logistics Past Performance Factor and the Small Business Participation Factor.
- h. Contractor Responsibility And Eligibility For Award. To be eligible for award, you must be determined responsible by the Contracting Officer. A pre-award survey may be used to aid in this determination. The government will award a contract to the offeror that: represents the best value to the government, submits a proposal that meets all the material requirements of this solicitation, and meets all the responsibility criteria at FAR 9.104. To make sure that you meet the responsibility criteria at FAR 9.104, the government may arrange a visit to your plant and perform a pre-award survey or ask you to provide financial, technical, production, or managerial background information. If you do not provide the government with the data requested within 7 days from the date you receive the request, or if you refuse a government visit to your facility, the government may determine you non-responsible. If the government visits your facility, please make sure that you have current certified financial statements and other data relevant to your proposal available for the team to review.
- i. Determination of Responsibility. Per FAR 9.103, contracts will be placed only with contractors that the Contracting Officer determines to be responsible, that is, those who satisfactorily perform the necessary tasks and delivery of the required items on time. Prospective offerors, in order to qualify as sources for this acquisition, must be able to demonstrate that they meet standards of responsibility set forth in FAR 9.104.1 and FAR 9.104-3(b). In addition, the government may assess the offerors financial and management capabilities to meet the solicitation requirements. Accordingly, the government reserves the right to reject an offeror who cannot satisfy the governments requirements as set forth in this RFP. The government reserves the right to conduct a Pre-Award Survey on any or all offerors (or their significant subcontractors, defined as any subcontract dollar value in excess of \$100,000 per performance period or if the subcontracted work is critical to the whole) to aid the Procuring Contracting Officer (PCO) in the evaluation of each offerors proposal and ensure that a selected contractor is responsible. No award can be made to an offeror who has been determined to be not responsible by the PCO.

M.1.1 SOURCE SELECTION CRITERIA AND THEIR RELATIVE IMPORTANCE.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 16 of 21
Name of Offeror or Contractor:		

M.1.1.1 Best Value Evaluation

a. To determine the best value, the government will evaluate the following factors, subfactors and elements:

FACTOR 1 TECHNICAL

- SUBFACTOR 1: System Technical Performance
 - Element 1: Air Transportability
 - Element 2: Mobility
 - Element 3: Material Handling
 - Element 4: System Maturity

SUBFACTOR 2: Survivability

SUBFACTOR 3: Modeling and Simulation (M&S) Durability and Endurance Analysis

FACTOR 2 LOGISTICS

- SUBFACTOR 1: Maintenance Burden
 - Element 1: Scheduled Maintenance
 - Element 2: Diagnostics
 - Element 3: Maintainability Analysis
- SUBFACTOR 2: Supportability
 - Element 1: Commonality of Components
 - Element 2: Parts and Technical Service Support

FACTOR 3 LOGISTICS PAST PERFORMANCE

FACTOR 4 PRICE

FACTOR 5 - SMALL BUSINESS PARTICIPATION

b. Technical is more important than Logistics. Logistics is more important than Logistic Past Performance. Logistic Past Performance is more important than price. Price is more important than Small Business. Per FAR 15.304(e) when combined, the non price factors are significantly more important than price.

c. The Price Factor and non-Price Factors of each proposal will be evaluated. The non-price factors combined are significantly more important than Price. However, the closer the offerors evaluations are in the non-price factors, the more significant Price becomes in the decision. The fact that Price is not the most important consideration does not mean that it may not be the controlling factor: 1) in circumstances where two or more proposals are considered equal; 2) when an otherwise superior proposal is unaffordable; or 3) when strengths of a higher rated, higher priced proposal are not considered to be worth the price premium.

d. Evaluation of Desired Technical Requirements: The government will assess the risk of the offeror not being able to meet what has been proposed based on both what has been demonstrated as well as information that has been incorporated into the written proposal. The evaluations of the Desired requirements will be reflected in the rating for the element under which the Desired requirements fall. The Desired requirements are listed below according to priority, with highest priority given the most consideration during evaluation. Demonstrated levels of Desired requirements will be rated more favorable than equivalent levels of performance that are only substantiated in the written portions of the proposal. Consideration may be given for proposed performance above the required level up to the Desired level of performance.

M.2 FACTOR 1: Technical

The offerors technical approach will be assessed in each of the subfactors and elements described below. The required performance levels specified in the PD represent the governments minimum requirement and must be met. There are also desired levels of performance, identified as such in the PD, and in Table M-1 below, which the government desires to have incorporated on the ATLAS II system. Offerors will not be given credit for exceeding any required performance level other than those specified in Table M-1, except to the extent that exceeding the required may reduce the risk of meeting the required. The government will be evaluating both the offerors written proposal and the verification of data included in the paper proposal resulting from vehicle demonstration. In the Technical area, there are three sub-factors: The sub-factors are: System Technical Performance (sub factor 1), Survivability (sub-factor 2), Modeling and Simulation (M&S) Durability and Endurance Analysis (sub-factor 3). Sub-factor 1 is more important than Sub-factor 2 which is more important than Sub-factor 3.

The government will evaluate the offerors written proposal and prepare a narrative risk assessment of the ability of the offered vehicle to meet the required performance requirements and any proposed performance exceeding the required up to the desired (for performance specified in Table M-1 only) set forth in the Purchase Description. The offerors technical approach will be assessed in each of the sub-factors and elements described below.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 17 of 21
Name of Offeror or Contractor:		

M.2.1 Sub-factor 1: System Technical Performance.

The government will evaluate each offerors proposal and prepare a narrative risk assessment based on the probability that the offerors system will achieve the ATLAS II required performance capabilities and any proposed performance exceeding the required up to the desired (for performance specified in Table M-1 only). The elements under System Technical Performance are: Air Transportability, Mobility, Material Handling and System Maturity. Each element is approximately equal in importance as described below.

a. Evaluation of Desired Technical Requirements: The government will assess the risk of the offeror not being able to meet what has been proposed based on both what has been demonstrated as well as information that has been incorporated into the written proposal. The evaluations of the Desired requirements will be reflected in the rating for the element under which the Desired requirements fall. The Desired requirements are listed below according to priority, with highest priority given the most consideration during evaluation. Demonstrated levels of Desired requirements will be rated more favorable than equivalent levels of performance that are only substantiated in the written portions of the proposal. Consideration may be given for proposed performance above the required-level up to the Desired level of performance.

Table M-1. Desired Performance Requirements for Technical Factor under System Technical Performance Sub-factor

ELEMENT	PD PARAGRAPH	REQUIREMENTS	REQUIRED	DESIRED
Air Transportability	3.5.1 And 3.5.1.1	Preparation For Air*	1 Hour	0 Hours
		Weight Of Vehicle	33,500 Lbs.	29,000 Lbs.
		Vehicle Dimensions	102 Inch High	
			96 Inch Wide	
Material Handling	3.3 And 3.3.20.3	Visibility For Seated Operator	173 Degrees	360 Degrees
		Load/Unload With Container On Ground Or On M871/M872	20 Ft. Container	40 Ft. Container
Mobility	3.3.14.3	Fuel Economy	3.5 Gallon/Hr	2.6 Gallon/Hr

* Air Transportability on C-130, with 1 hour of preparation allowed, is required. The ability to drive/roll-on/off of C-130 with no disassembly for unpaved runway landing is desired.

b. Credit will not be given for exceeding the desired performance requirements, although proposed capabilities beyond the performance may reduce the assessed risk in meeting the specified capabilities. For example, if an offeror proposes to achieve a reach of 45 feet (vs. a desired requirement of 40 feet), the proposal will be evaluated only against the desired requirement of 40 feet. However, the demonstrated ability to reach 45 feet will reduce the risk of meeting the 40 feet requirement

c. Risk: The government will assess the risk of the offerors ability to meet the desired requirements proposed. This, along with the extent to which the requirement is proposed, will be reflected in the risk rating for the element under which the characteristic falls.

d. If an offeror is awarded a contract, all of the offerors proposed desired performance capabilities will be incorporated into the contract.

M.2.1.1 Element 1 Air Transportability: The offerors proposal will be assessed, and a risk level will be assigned indicating the governments evaluation of the probability that the offered Atlas II will meet the transportability requirements of the purchase description (paragraphs 3.5.1 and 3.5.1.1), as well as any performance beyond the required up to the desired transportability requirement as specified in Table M-1. To be assessed as an excellent proposal, the offered Atlas must include performance meeting the desired performance requirement in air transportability.

M.2.1.1.2 Element 2 - Mobility: The offerors proposal will be assessed, and a risk level will be assigned indicating the governments evaluation of the probability that the offered Atlas II will meet the required mobility requirements of the purchase description, and any proposed performance exceeding the required up to the desired (for Mobility performance specified in Table M-1 only). To be assessed as an excellent proposal, the offered ATLAS II must include performance meeting the desired performance requirement in Mobility.

M.2.1.1.3 Element 3 - Material Handling: The offerors proposal will be assessed, and a risk level will be assigned indicating the governments evaluation of the probability that the offered ATLAS II will meet the required material handling requirements of the purchase description, and any proposed performance exceeding the required up to the desired (for Material Handling performance specified in Table M-1 only). To be assessed as an excellent proposal, the offered ATLAS II must include performance meeting both the desired performance requirements in Material Handling.

<p style="text-align: center;">CONTINUATION SHEET</p>	<p style="text-align: center;">Reference No. of Document Being Continued</p> <p style="text-align: center;">PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002</p>	<p style="text-align: center;">Page 18 of 21</p>
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Name of Offeror or Contractor:

M.2.1.1.4 Element 4 - System Maturity: The offerors proposal will be assessed, and a risk level will be assigned, indicating the Governments subjective evaluation of the probability that based upon the demonstrated system maturity of the proposed ATLAS II vehicle system, the offerors ATLAS II will successfully meet the PD requirements of the contract, including any proposed performance above the required level.

A proposed ATLAS II system which is (a) based on an existing configuration with few or no design changes and (b) has been credibly demonstrated to achieve PD required performance and any proposed performance exceeding the required up to the desired (for performance specified in Table M-1 only) on an integrated system level basis will generally be considered very low risk.

A proposed ATLAS II system that is either:

- a. an assemblage of components which have not previously been integrated and for which little or no ATLAS II system level test/performance data exists, or;
- b. based on a proven integrated system design but changes to the baseline design invalidate, in whole or in part, the credibility of existing test/performance data of the integrated system; will be assessed as having progressively higher system maturity risk.

M.2.2 Sub-factor 2: Survivability

The offerors proposal will be assessed, and a risk level will be assigned, indicating the governments subjective evaluation of the probability that the offerors ATLAS II will successfully meet PD crew protection requirements (PD paragraph 3.8) of the contract, with minimal performance degradation in mission critical areas. The assessment will also include evaluation of the simplicity of installation in terms of the amount of time and tools needed, and the impact on maintainability.

M.2.3 Sub-factor 3: Modeling and Simulation (M&S) Analysis Durability and Endurance

The offerors proposal will be assessed, and a risk level will be assigned indicating the Governments subjective assessment of the probability that the offered item will meet the durability and endurance requirements of the PD paragraph 4.6.6. A proposal based on an actual conduct of the endurance test on the durability course as specified figure A-2 in the PD, in which the proposed item meets or exceeds the requirement, is verified by an independent third party, and the Governments investigation is absent of contradictory evidence will be considered very low risk for meeting the durability requirement. Further, proposals will be assessed as follows:

- a. The results from the Finite Element Model(s) (FEM(s)) will be reviewed to determine or confirm the regions of high stress vs. material allowable within the critical components (primary focus is expected to be boom and carriage) of the ATLAS II. Special attention will be paid to the offerors design approach as it relates to minimizing the probability of failure in the design. The FEM(s) will be assessed for their level of complexity, proper construction, and utility for determining critical areas within the analyzed components or structures; additional analysis may be performed by the government if it is determined to be necessary.
- b. The test or M&S data used as input for the FEM and fatigue life evaluation of critical components will be reviewed and evaluated to determine the degree to which the data are a credible representation of the offerors ATLAS II system and the appropriateness and correctness of the method and technique in which the data are utilized in the analysis process. For an evaluation of test data, the risk assessment will consider the similarity of the tested item to the offerors proposed ATLAS II, the test courses to the test courses specified in PD paragraph 4.6.6, conditions for which data were collected, and the test data acquisition and processing techniques, including independent third party validation of the test. For an evaluation of M&S generated data, the risk assessment will consider fidelity of the system-level multi-body dynamics model and any model validation data that may be offered.
- c. Test trials will be conducted on the durability test course (PD 4.6.6). Individual trials will consist of operation transporting 6,000 lbs. test load and operation transporting a 10,000 lbs. test load. Vehicles will be instrumented to collect data required to validate offerors M&S and to provide insights into design robustness. Test duration will be sufficient to collect required data and observe vehicle endurance characteristics.

After reviewing the offerors proposal and performing additional analyses as necessary, an evaluation of risk will be assigned based on the likelihood that the ATLAS II will meet the durability and endurance requirements specified in the PD.

M.3 FACTOR 2: LOGISTICS.

The Logistics evaluation will be based on information received in the written proposal. The Demonstration Vehicle will be examined to validate the information contained in the written proposal. Logistics has two sub-factors; Maintenance Burden and Supportability which are approximately equal in importance.

M.3.1 Sub-factor 1 Maintenance Burden. The government will evaluate the offerors proposal and prepare a narrative risk assessment based on the probability that the offerors system will minimize the maintenance burden on the Army units and maintain a high rate of system readiness. Maintenance Burden has three elements; Scheduled Maintenance, Diagnostics and Maintainability Analysis. Scheduled Maintenance is more important than Diagnostics and Diagnostics is more important than Maintainability Analysis.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467MOD/AMD 0002	Page 19 of 21
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Name of Offeror or Contractor:

M.3.1.1.1 Element 1: Scheduled Maintenance. We desire a vehicle that requires the least amount of scheduled maintenance. Using the data provided by the offeror in attachment 16, the government will establish an annual manhour and cost requirements for the performance of scheduled maintenance for the offered system. Offerors whose data is unsubstantiated in whole or in part will be assessed as higher risk for achieving the proposed annual reduction of the scheduled maintenance burden. A current vehicle credibly offering lower annual scheduled maintenance manhour and cost requirements than the ATLAS I is reflective of a system that minimizes the maintenance burden on the Army units and will generally be considered a superior solution. Proposals that are not credibly substantiated or whose annual manhour and cost requirements for scheduled maintenance are higher than the ATLAS I will generally be considered to impose a progressively higher maintenance burden on the Army.

M.3.1.1.2 Element 2: Diagnostics. We desire an ATLAS II with the embedded capability to diagnose the greatest number of mission essential fault conditions and reduce the use of external test equipment (either manual or automated). A proposed ATLAS II offering completely embedded diagnostic capability for the three major vehicle subsystems (engine/ transmission/hydraulics) and that offers some prognostics is reflective of a system that minimizes the maintenance burden on the Army units and will generally be considered a superior solution.

M.3.1.1.3 Element 3: Maintainability Analysis. We desire a vehicle designed for ease of removal and replacement of major components/assemblies (engine and transmission). We will compare your task times, tools (common and special) and accessibility for removing and replacing the engine and transmission to the current system (ATLAS I, NSN 3930-01-417-2886). An offeror whose proposal is assessed as credibly achieving a reduction in R&R time from the ATLAS I with no special tools will be considered to minimize the maintenance burden on the army units and will generally be considered a superior solution.

M.3.2 Sub-factor 2: Supportability. Supportability has two elements; Commonality of Components and Parts Support and Technical Service Support. Commonality of Components is more important than Parts Support and Technical Service Support. The government will evaluate the offerors proposal and prepare a narrative risk assessment based on the following:

- a. Selection of components for your proposed ATLAS II that are currently in the government Supply System.
- b. Demonstrated and/or planned ability of the offeror to credibly provide global repair parts availability, and technical service network consisting of dealerships that employ technical service representatives certified by the manufacturer.

M.3.2.1 The use of common components and a global parts support capability which currently exists for the ATLAS II, and is successfully operating, will generally be considered a superior solution. Proposed solutions that require more extensive changes/additions to the governments or offerors existing part support system may be considered as having progressively higher risk of credibly providing the required global parts support. The government will also evaluate the offerors proposal and prepare a narrative risk assessment based on the demonstrated and/or planned ability of the offeror to credibly provide timely global technical services support for the ATLAS II. A technical service network consisting of dealerships that employ technical service representatives who are certified by the ATLAS II manufacturer and are immediately available to assist Army units at the locations listed in L.3.2.2.1. for timely service support, will generally be considered a superior solution. Progressively higher risk of providing timely global technical service support may be assigned to offerors having either no, or few, dealerships which offer technical service representatives certified by the manufacturer.

M.3.3 Element 1: Commonality of Components. Adding new components to the Army Supply System increases the Armys overall logistic footprint. The government desires an ATLAS II that introduces a minimal additional burden to the Army Logistics System. The government will evaluate the offerors proposal and prepare a narrative assessment of the extent of the additional Army Logistics burden created if any of the following major components are not supported by the government supply system: engine, transmission, front axle, and rear axle. The government will consider the offerors explanation of any benefits the Army obtains from the new item that would offset the increase in the Logistics burden.

M.3.3.1 Element 2: Parts Support and Technical Services Support. The government will evaluate the Offerors proposal and prepare a narrative risk assessment based on the demonstrated and/or planned ability of the Offeror to credibly provide global repair parts availability for ATLAS II parts in accordance with Military Standard Requisition and Issue Procedures (MILSTRIP) Issue Priority Group (IPG) delivery requirements (urgent IPG I requisitions processed and shipped within 2-3 days of receipt, high priority IPG II within 5 days, and maximum of 10 days for routine IPG III.). A parts support capability, which currently exists, and is successfully operating and can meet the MILSTRIP IPG delivery requirements, for significant densities of identical or similar equipment to the ATLAS II will generally be considered a superior solution. Proposed solutions that require greater or more extensive changes/additions to the Offerors existing part support system or cannot respond with MILSTRIP delivery standards may be considered as having progressively higher risk of credibly providing the required global parts support.

The government will evaluate the Offerors proposal and prepare a narrative risk assessment based on the demonstrated and/or planned ability of the offeror to credibly provide real time global technical service support for the ATLAS II. A technical service network consisting of dealerships that employ technical service representatives who are certified by the ATLAS II manufacturer, are currently providing technical service support to significant quantities of equipment identical/similar to the offered Atlas II, and are immediately available to assist Army units at the locations listed in L.3.2.2.1, for real time, hands-on service support will generally be considered a superior solution. Progressively higher risk of providing real time global technical service support may be assigned to offerors having either no, or few, dealerships which offer technical service representatives (certified by the ATLAS II manufacturer) on a real time service support basis.

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467MOD/AMD 0002	Page 20 of 21
Name of Offeror or Contractor:		

M.4 FACTOR 3: LOGISTICS PAST PERFORMANCE

M.4.1 Logistics Past Performance The assessment of Past Performance will be based on the offerors and logistics subcontractors (if applicable) current and past record of contract performance within the last three years and the relevance of those contracts, as it relates to the probability that the offeror will successfully accomplish the required logistic effort. When addressing performance risk, the government will focus its inquiry on the offerors and logistics subcontractors record of performance as related to the ATLAS II logistics program requirements including;

- a. Technical: Conformance to specifications and standards of good workmanship
- b. Schedule: Adherence to delivery schedules, program schedules, and problem solving ability.
- c. Business Relations: Responsiveness, reasonableness, cooperative behavior, communicative behavior, and commitment to customer satisfaction.

M.4.1.2 A significant achievement, problem, or lack of relevant data in any element of the work can become an important consideration in the source selection process. A negative finding under any element may result in an overall high-risk rating. Therefore, offerors are reminded to include all relevant past efforts, including any demonstrated corrective actions, in their proposal. Offerors without a record of relevant Past Performance, upon which to base a meaningful performance risk prediction, will be rated as "Unknown Risk", which is neither favorable nor unfavorable.

M.4.1.3 In evaluating each offerors performance history, the government will look at the offerors delivery performance, and that of the logistics subcontractor, against the contracts original delivery schedule unless the delay was government caused. Schedule extensions that were the fault of the offeror, or a proposed subcontractors fault, even if consideration was provided, will be counted against the offeror. The government will also evaluate general trends in past performance, including demonstrated corrective actions.

M.4.1.4 Additionally, the offeror may be evaluated based on other internal government or private source information. While the government may elect to consider data obtained from external sources other than the proposal, the burden of providing thorough and complete past performance information rests with the offeror.

M.5. FACTOR 5: PRICE

- a. The Price Factor evaluation will consider the total evaluated price. The assessment of total evaluated price will include an assessment of the reasonableness of the proposed prices. A price is considered reasonable if that price does not exceed what would be incurred by a prudent person in the conduct of competitive business.
- b. The total evaluated price amount will be used in the trade-off evaluation. The total evaluated price amount shall include all CLINs and options. The total evaluated price amount for an Offeror shall use (for evaluation purposes only) the quantities on Attachment 14, and shall be calculated per Attachment 14. For calculation of the First Destination transportation charges, Attachment 14 uses the simple average of the prices proposed per zone, multiplied by the total estimated quantity per year.

M.6 SMALL BUSINESS PARTICIPATION

a. The government will evaluate the extent of small business concern participation in terms of the percentage of total subcontracted dollars that the offeror credibly proposes to subcontract to U.S. small business concerns (SB, SDB, WOSB, VOSB, SDVOSB, HUBZone SB, and/or HBCU/MIs) in the performance of the contract. For the purpose of this evaluation, the extent of prime offeror (or joint venture partner/teaming arrangement) participation in proposed contract performance, where the offeror is a U.S. small business concern, for the NAICS code applicable to this solicitation, will also be considered small business participation.

- b. The evaluation will include the following:
 - (1) the extent to which the proposal identifies participation of U.S. small business concerns (to include, as described above, the participation of the offeror if it is a U.S. small business concern). The extent of participation of such concerns will be evaluated in terms of the percentage of the total subcontract amount (to include, as described above, the extent of participation of the offeror if it is a U.S. small business concern);
 - (2) the complexity of the items/services to be furnished by U.S. small business concerns;
 - (3) an assessment of the probability that the offeror will satisfy the requirements of FAR 52.219-8/9 (as applicable to the offeror) and achieve the levels of Small Business Participation identified in the proposal. This assessment will be based upon both (a) a proposal risk assessment of the offerors proposed Small Business Participation approach, and (b) a performance risk assessment of prior achievements (past performance) in satisfying commitments and requirements under FAR 52.219-8/9; and (c) Offerors are advised that they will be evaluated, under the Small Business Participation Area, based upon the risk, and extent, of the offeror credibly achieving the governments goals for U.S. small business concern participation. The statutory U.S. government goals for small business

CONTINUATION SHEET	Reference No. of Document Being Continued PIIN/SIIN W56HZV-06-R-0467 MOD/AMD 0002	Page 21 of 21
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Name of Offeror or Contractor:

participation are: 23% small business, 5% small disadvantaged business, 5% woman-owned small business, 3% HUBZone SB, 3% veteran-owned small business and 3% service disabled veteran-owned small business. Goals for evaluation include (1) U.S. small business concern participation of 23% or more; (2) U.S. small disadvantaged business concern participation of 5% or more; and (3) U.S. small business concern participation by furnishing items/services of extreme complexity.

*** END OF NARRATIVE M 0002 ***